

Message Text

UNCLASSIFIED POSS DUPE

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ACTION OPIC-06

INFO OCT-01 NEA-10 ISO-00 EB-07 /024 W

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R 161242Z JUL 76

FM AMEMBASSY TUNIS

TO SECSTATE WASHDC 3515

UNCLAS TUNIS 5008

PASS OPIC

FOR A. HOPE FROM OPIC HENDERSON

E.O. 11652: N/A

TAGS: EINV, EFIN, OPIC, TS

SUBJ: OPIC VISIT TUNISIA

1. HENDERSON DEPARTING ON SCHEDULE MORNING JULY 14 FOLLOWING TWO FULL DAYS MEETINGS ARRANGED BY EMBASSY, HOEVELER, AND API. TREADWELL STAYING IN TUNIS REMAINDER WEEK AND NEXT TO VISIT US COMPANIES, PORT AND TRY ANSWER SPECIFIC QUESTIONS POSED BY POTENTIAL INVESTORS ABOUT SETTING UP HERE. MONDAY AND TUESDAY HOEVELER TAKING TREADWELL POSSIBLY ENNIFAR TO SEE INSTALLATIONS AND INDUSTRIAL PARKS ESTABLISHED UNDER QAUW EXPORT LAW IN SOUSSE AND BIZERTE.

2. HENDERSON/TREADWELL MEETINGS BEGAN MONDAY WITH AMB MULCAHY FOLLOWED BY T. CHELLI, PRESIDENT OF API, AND KEY STAFF (PACHA EVP AND KRICHENE CHIEF OF US INVESTMENT PROMOTION). OPIC PROMISE TLJLWIOVPI SUPPORT BY CHELLI. CHELLI/HENDERSON AGREED TO COMMON GOAL OF 15 VISITS BY NEW, POTENTIAL US INVESTORS TO TUNISIA BY NEXT MARCH FROM OPIC/API PROMOTION EFFORT. HENDERSON EMPHASIZED OPIC OBJECTIVE TO FINANCE SEVERAL PROJECTS AMONG THOSE PROMOTED. SUBSEQUENT MEETINGS WITH COMMERCIAL BANKERS; ALSO MET WITH ENNIFAR TO DISCUSS BETTER COORDINATION API TUNIS, API NEW YORK, AND OPIC WASHINGTON EFFORTS. OUT OF 51 CONTACTS IN UNCLASSIFIED UNCLASSIFIED

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FRANCE BY HOEVELER/KRICHENE, TWO US SUBSIDIARIES COMING TO TUNISIA THIS SUMMER. NEXT COUNTRY FOR PROMOTION IS

BELGIUM. HOEVERLER ACCOMP TTHSOLII#MEETINGS AND HOSTED

DINNER PARTY HIS HOME MONDAY EVE. GUESTS TOP THREE
API, WIVES, AND ECON OFFICER EMBASSY.

3. TUESDAY MEETINGS INCLUDED MIN FINANCE (NO PROBLEM
WITH APPROVAL OPIC INTEREST RATE), MIN NATL ECONOMY,
BDET (DEVELOPMENT BANK WITH SOLE ABILITY TO LEND TO
EXPORT ZONE PROJECTS; DISCUSSED CO-FINANCING), TWO
TUNISIAN BANKERS, FNCB MANAGER. HOWVELER AND KRICHENE
HAVE DEVOTED FULL TIME AND GENEROUSLY HOSTED OPIC
VISIT. WITH THIS KIND OF SUPPORT, OPIC EFFORTS AS WELL
AS EFFECTIVENESS THEIR WORK IN EUROPE, THERE IS EVERY
POSSIBILITY THAT JOINT PROMOTION EFFORTS WILL BE
SUCCESSFUL.
MULCAHY

NOTE BY OC/T: #AS RECEIVED.

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